

Message Text

UNCLASSIFIED

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ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----073347 131037Z /12

P R 130835Z SEP 77
FM AMEMBASSY SEOUL
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 6373

UNCLAS SECTION 1 OF 2 SEOUL 7762

E.O. 11652: N/A
TAGS: BEXP, KS
ZSUBJECT: FOREIGN BUYERS PROGRAM (KOREA TRADING AGENTS ASSOCIATIONS'S
PURCHASING MISSION)

1. THE EMBASSY HAS BEEN APPROACHED BY THE KOREA TRADING AGENTS
ASSOCIATION (KTAA) IN CONNECTION WITH A PURCHASING MISSION
WHICH THAT GROUP IS ORGANIZING. PLANS CALL FOR THE 16-MEMBER
MISSION TO VISIT 5 CITIES IN THE U.S., AS WELL AS VARIOUS
LOCATIONS IN CANADA AND SOUTH AMERICA.

2. KTAA SEEKS USDOC ASSISTANCE IN ARRANGING FOR THE MISSION
TO MEET WITH SUITABLE EXPORT ORIENTED ORGANIZATIONS IN CHICAGO
AND NEW YORK. POSSIBLY THE CHAMBER OF COMMERCE WOULD BE THE MOST
APPROPRIATE GROUP. KTAA FURTHER REQUESTS THAT POTENTIAL SUPPLIERS
OF THE PRODUCTS SOUGHT BY MISSION MEMBERS, BE INVITED BY THE
DESIGNATED U.S. TRADE ORGANIZATION, TO GROUP MEETINGS TO DISCUSS
BUSINESS PROPOSALS. THE SCHEDULE SUBMITTED TO THE EMBASSY BY
KTAA, CALLS FOR ONE SUCH GROUP MEETING IN CHICAGO ON OCTOBER 21
AND ANOTHER IN NEW YORK ON OCTOBER 25. BOTH SHOULD BE ARRANGED TO
BE HELD FROM 9 AM UNTIL 12 NOON, ON THE DATES INDICATED. IN
ADDITION, UP TO 30 U.S. BUSINESSMEN PARTICIPATING IN EACH GROUP
MEETING WILL BE INVITED TO A RECEPTION TO BE HOSTED BY KTAA
THE SAME EVENING.

3. ALL OTHER ARRANGEMENTS FOR THE KTAA TOUR OF THE U.S. ARE
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BEING HANDLED BY THE GROUP ITSELF OR BY KOREAN OFFICES IN THE
U.S.

4. THE SCHEDULE FOR KTAA VISITS TO U.S. CITIES IS AS FOLLOWS:

SAN FRANCISCO ARRIVE 10:10 AM, OCTOBER 14
DEPART 10:00 AM, OCTOBER 16

CHICAGO ARRIVE 18:40, OCT. 20
DEPART 14:59, OCT. 22

WASHINGTON D.C. ARRIVE 17:36, OCT. 22
DEPART 09:30, OCT. 24

NEW YORK ARRIVE 10:25, OCT. 24
DEPART 20:00, OCT. 26

LOS ANGELES ARRIVE 11:53, NOV. 3
DEPART 10:30, NOV. 6

5. THE FOLLOWING INFORMATION HAS BEEN SUBMITTED TO THE EMBASSY
ON THE MISSION MEMBERS AND THEIR PRODUCT INTERESTS. MORE
DETAILED INFORMATION WILL BE AIR POUCHED TO USDOC.

PARTICIPANT LIST

NAME OF PERSON	TITLE	NAME OF FIRM	AREAS OF INTEREST
CHO, UHN HO	PRESIDENT	VINE-OVERSEAS	ELECTRONIC EQUIP. TRADING CORP. & COMPONENTS, MACHINE TOOLS, PROCESS CONTROL INSTRUMENTS.

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NAME OF PERSON	TITLE	NAME OF FIRM	AREAS OF INTEREST
CHUNG, JAE HO	PRESIDENT	KOREA HELIUM	GAS PLANT, STRONG GAS CO. TANKS AND PUMPS.

NAME OF PERSON	TITLE	NAME OF FIRM	AREAS OF INTEREST
CHI, MYUNG YOON	DIRECTOR	WONMYUNG	MACHINE TOOLS, TRADING CO. MEASURING INSTRUMENTS, NON-FERROUS METALS.

NAME OF PERSON	TITLE	NAME OF FIRM	AREAS OF INTEREST
UHN, JOSEPH	PRESIDENT	EASTERN-BAMBOO	MACHINE TOOLS. CORP. ROOLS FOR STEEL MILL.

NAME OF PERSON	TITLE	NAME OF FIRM	AREAS OF INTEREST
HWANG, SUNG JIK	DIRECTOR	FINAGRAIN CO.	GRAINS

NAME OF PERSON	TITLE	NAME OF FIRM	AREAS OF INTEREST
CHUNG, YOON YUNG	V-PRES.	YUNG JIN	IRON & STEEL SCRAP, TRADING CO. NON-FERROUS METALS.

NAME OF PERSON	TITLE	NAME OF FIRM	AREAS OF INTEREST
LEE, KO HEE	PRESIDENT	UNION TRADE	CHEMICAL, FOOD CORP. PROCESSING EQUIPMENT, POLLUTION CONTROL EQUIP., TEXTILE EQUIP., MACHINE TOOLS, GENERATORS.

MYUN, DONG WON DEPUTY DIR. YULSAN IND. FOOD PROCESSING
EQUIP., DYESTUFFS,
MACHINE TOOLS,
CONSTRUCTION EQUIP.,
METALWORKING
MACHINERY, STEEL
SCRAP, PULP AND
PAPER.

KWON, H.G. PRESIDENT ABRAHAM & CO. -

HWANG, JAE MYUNG V-PRES. ASIA SCIENCE & SCIENTIFIC
CO. INSTRUMENTS

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KIM, YONG BO PRESIDENT JU-BO SCIENTIFIC INSTRU-
INDUSTRIAL MENTS, DENTAL EQUIP-
MENT, TEXTILE
YARN, BUSINESS
EQUIPMENT.

CHOI, KAP RIM DIRECTOR L SANG RIM TRADING MINING EQUIP-
MENT, IRON &
COPPER SCRAP,
ELECTRONIC TEST
EQUIPMENT.

KIM, YUNG WAN PRESIDENT DAI HAN HAPDONG DYESTUFFS AND
RESINS.

IN ADDITION, THERE WILL BE 2 KTAA OFFICERS AND A REPRESENTATIVE
OF THE MINISTRY OF COMMERCE AND INDUSTRY. MR. H.G. KWON,
PRESIDENT OF ABRAHAM AND CO. WILL BE MISSION LEADER.

6. POST REGRESTS SHORT LEAD TIME BUT FEELS THAT THE POTENTIAL
PURCHASES BY THE MISSION WARRANT REQUESTING USDOC INVOLVEMENT.
PLEASE NOTIFY POST ASAP AS TO USDOC INTENTIONS REGARDING KTAA
REQUEST FOR ASSISTANCE. POST WOULD ALSO APPRECIATE USDOC
RECOMMENDATION FOR SUITABLE TRADE ORGANIZATION TO HOST GROUP
TRADE DISCUSSIONS IN CHICAGO AND NEW YORK.

7. ALL EXPENSES WILL BE PAID BY MISSION MEMBERS.

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FM AMEMBASSY SEOUL

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 6374

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8. KTAA IS MADE UP OF LICENSED TRADING FIRMS (OFFER AGENTS), THOSE FIRMS WITH OFFICIAL STATUS REQUIRED IN KOREA TO REPRESENT FOREIGN PRINCIPALS AND TO SUBMIT QUOTATIONS UNDER ONE'S OWN NAME. IN ORDER TO RETAIN THIS DESIGNATION, FIRMS MUST IMPORT GOODS VALUED AT MORE THAN \$500,000 AND EARN A MINIMUM OF \$20,000 IN SALES COMMISSIONS ANNUALLY. THIS GROUP SHOULD NOT BE CONFUSED WITH KOREA TRADERS ASSOCIATION (KTA). MEMBERS OF KTA ARE NORMALLY MANUFACTURERS AS WELL AS IMPORTERS AND EXPORTER AND MUST MAINTAIN ANNUAL EXPORT SALES OF \$1 MILLION.

9. INFORMATION AVAILABLE AT POST ON INDIVIDUAL FIRMS PARTICIPATING IN THIS MISSION WILL BE AIR POUCHED TO USDOC.
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Message Attributes

Automatic Decaptioning: X
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Disposition Approved on Date:
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Disposition Event:
Disposition History: n/a
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Enclosure: n/a
Executive Order: N/A
Errors: n/a
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Original Previous Classification: n/a
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Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
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Secure: OPEN
Status: <DBA CHANGED> mcm 20041004
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TAGS: BEXP, KS
To: COM
Type: TE
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